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ISSUE NEW DIRECTIVES ON DISTRIBUTION OF YUGOSLAV AGRICULTURAL PRODUCTS

DIRECTIVE ON SELLING AGRICULTURAL PRODUCTS -- Belgrade, Sluzbeni List, 25 Apr 51

The new directive on the method of selling the agricultural products of farm work cooperatives, general agricultural cooperatives, and state farms, effective 25 April 1951, prescribes the following:

- 1. Farm work cooperatives and general agricultural cooperatives may sell agricultural products at prices which are freely formed on the market, or at prices which average about 15 percent less than prices on the market. When products are sold by the latter method, cooperatives will receive trade coupons at tied prices amounting to 15 percent of the value of products sold.
- 2. These trade coupons will be issued when cooperatives sell their agricultural products in cities, industrial centers, and other places designated by the Fresident of the Federal Council for Commerce, and the President of the Federal Council for Agriculture and Forestry.
- 3. Farm work cooperatives will sell their products through Enterprises for the Sale of Agricultural Products, the Foundation for Mechanization and Investment in the Building of Cooperative Agriculture, or through their own stores.

The Enterprise of the Foundation for Mechanization a subsidary of the aforementioned foundation may open stores in its own srez or in other srezes or cities. The Enterprise will open one or more miscellaneous of specialized stores as needed.

The Enterprise of the Foundation, in agreement with individual farm work cooperatives, may open separate stores for selling the agricultural products of these cooperatives.

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One or more farm work cooperatives may open their own stores, particularly in those **towns in** which the Enterprise of the Foundation has not opened any stores. Farm work cooperatives may open their own stores in their own srez, or in other srezes or cities.

Each store of the Enterprise of the Foundation and each store of farm work cooperatives must be reported to the Commerce and Supply Commission of the srez or city people's council in whose area the store is opened.

- 4. In addition to their own products, farm work cooperatives may sell, through the stores of the Enterprise of the Foundation or their own stores, the products from private plots of their members. Farm work cooperatives will take over such products from their members under the same conditions that cooperatives hand over their products to the stores for sale. Cooperatives may pay members for their goods in cash and coupons until the final settlement of accounts. Payment may be made from their own resources and coupons obtained from the sale of their own products.
- 5. In towns where there are no stores for selling the agricultural products of general agricultural cooperatives, their products may be sold through stores of the Enterprise of the Foundation or stores of the farm work cooperatives. Accounts for goods sold will be settled in the same manner as those of farm work cooperatives.

Products of state farms which are under the economic administration of local agencies may also be sold through these stores in the same manner. State farms will not receive trade compons at tied prices for their products which are sold at less than the market price.

- 6. The Enterprise of the Foundation for Mechanization will open a current account for all its stores at the branch of the People's Bank of Yugoslavia in the area where stores are opened. Farm work cooperatives will open separate but similar accounts for their stores.
- 7. The Enterprise of the Foundation for Mechanization, or its stores, is obliged to keep separate account books for deliveries from each farm work cooperative, general agricultural properative, and state farm under the economic administration of local agencies, issue a receipt for goods received, and keep a copy of the receipt.

At the end of each month the enterprise or store will render a final payment for goods delivered ani sold. It may make advance payments to deliverers during the month, not to exceed the amount obtained for goods sold within the period covered,

The final monthly accounting to each deliverer must include a statement of quantities of products left over from the preceding month; quantities of products delivered during the month; quantities, prices, and total value of products sold during the month; quantities of products remaining at the end of the current month; amount paid to the deliverer during the month or credited to his account (advance payments); and selling expenses incurred, which will be prorated among deliverers according to the total value of their products sold.

The total value of products sold, less selling expenses and advance payments, will be paid or credited to the current account of the deliverer. Coupons will be figured on the total value of products sold. The People's Bank of Yugoslavia will settle coupon accounts at the end of each month.

Each accounting will be made in triplicate; one copy will be retained by the store, one by the deliverer; and one will be sent to the People's Bank of Yugoslavia with a request for trade coupons at tied prices. This

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request must be approved by the Commerce and Supply Commission's Office for Prices of the srez or city people's council in the area where the store is located. The Yugoslav People's Bank will issue coupers only on the basis of such approval.

The Enterprise for the Sale of Agricultural Products or its store will maintain accounts and enter therein every change in prices.

The enterprise or store is obliged to establish and properly maintain all the necessary account books, from the very beginning of business.

- 8. The enterprise or store will pay all its daily receipts into its current account, and all its payments will be made through this account. The deposit of daily receipts can also be done by accounting for amounts paid out from daily receipts. The store may make cash payments not to exceed its daily receipts as needed.
- 9. Executive councils of the city or srez people's councils and foundations for mechanization, in whose areas stores are being opened, will assure the stores a favorable location, the necessary inventory, equipped warehouse space, qualified personnel, and everything necessary for their proper operation.

Enterprises and farm work cooperatives may utilize investment credits at the State Bank for Credit to Agricultural Cooperatives for necessary adaptation of the store premises. If the srez or city people's council cannot place the necessary inventory at their disposal, enterprises or farm work cooperatives may also utilize the aforementioned credit to obtain an inventory.

These credits must be repaid by the end of 1961.

- 10. State farms, under the economic administration of local agencies, may sell their products in their own stores, in which event they are obliged to open a separate current account for their stores with the People's Bank of Yugoslavia.
- 11. State farms, under the economic management of republic, provincial, or oblast agencies, will sell their products in their own stores, which may be organized as independent enterprises or as operational stores. Each store may sell the products of more than one state farm, provided that mutual relations are regulated by agreement.

Each state farm store must open a current account with the People's Bank of Yugoslavia, and deposit all receipts in it. Deposits may also be made through accounting for amounts paid out from receipts.

NEW INSTRUCTIONS ISSUED TO AGRICULTURAL COOPERATIVES - Beigrade, Politika, 29 Mar 51

The Council for Commerce of the Federal Government of Yugoslavia has issued new instructions concerning the trading activities of general agricultural cooperatives.

General agricultural cooperatives will trade freely in industrial and other consumers' goods, and in agricultural products, within the regulations set for cooperatives, and this pertains to all aspects of supply. Agricultural cooperatives will operate these activities through their members, or through nonmembers provided that they will not grant purchasing priorities or lower prices to nonmembers. The number of stores, their arrangement, and location will be determined by the skupstinas of the cooperatives. Cooperatives and the

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Srez Agricultural Cooperative Council will determine whether they will establish a cooperative agency or enterprise at the arez council to purchase goods for the cooperative, and also sell its agricultural products. These cooperative agencies or arez cooperative enterprises cannot open their own retail attres for industrial goods, but can only have stores for the sale of products of the cooperative and its members.

Cooperatives may sell the agricultural products of their members directly to the consumer, over the counter, in their stores on transfer the products to the srez cooperative agency or enterprise to sell for the cooperative, or they may transfer them to a commercial enterprise which trades in agricultural products at free contracted prices.

If cooperatives sell agricultural products through their own established stores, at prices which average about 15 percent lower than those on the free market for goods of the same quality, they will receive coupons for trade at tied prices amounting to 15 percent of the value of the products sold in this manner. General agricultural cooperatives will receive such coupons from the People's Bank of Yugoslavia, under the same conditions as farm work cooperatives do. Cooperatives will divide the coupons received among members according to the quantitative value of agricultural products contributed. Cooperatives will also receive coupons for trade at the prices for those agricultural products sold through the srez cooperative agracies or enterprises, whenever they sell agricultural products in their stores at prices about 15 percent lower than the daily free market prices for products of similar quality.

Cooperatives, cooperative agencies, and srew occoperative enterprises will purchase industrial consumers' goods from wholesale commercial enterprises, state retail commercial enterprises, or directly from producers. If production enterprises sell industrial consumer goods directly to cooperatives, such goods will be billed at free negotiated prices. Wholesale commercial enterprises will also sell industrial consumers' goods to cooperatives at prices which are freely determined according to market conditions. Persil commercial enterprises will sell industrial consumers' goods to cooperatives at wholesale based on their retail prices. The discount on the retail price will be determined by free agreement. Industrial consumers' goods which are sold on the free market will be sold by cooperatives at freely formed prices based on market conditions. The selling price will be determined by the administrative council of the cooperative, so that the difference between the buying and selling price will cover all marketing costs. Cooperative agencies and smea cooperative enterprises will cover their marketing costs as provided for by the Snez Agricultural Cooperative Council. The difference between marketing costs incurred and between purchasing and selling prices will represent the provit of the cooperative.

AGRICULTURAL PRODUCTION COMMERCIAL ENGERPRISES TO BECOME ASSOCIATED -- Belgrade, Politika, 30 Mar 51

Free trade in agricultural products enables producers to sell their goods at prices determined by the law of supply and demand, and permits the commercial network to operate throughout Yugoslavis without restrictions.

The commercial network has been decentralized to make it possible to utilize all the advantages of free trade. Instead of a few large commercial enterprises which trade in agricultural products, a large number of smaller enterprises have been established near the centers of production and consumption.

To supply industrial centers and large cities with agricultural products as efficiently as possible, these small enterprises are to be connected. All the republics are forming Associations of Enterprises for Trade in Agricultural

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Products, which will unify the work of all enterprises in the area. The members of the associations will be all crop purchasing and distribution enterprises, large agricultural producers who have their own stores in consumer centers, state farms, srez foundations for mechanization, commercial enterprises for supplying hotels; that is, all enterprises concerned with trade in agricultural products on the free market.

The distociations will furnish a fast and dependable information service, which will inform members of market conditions in the centers of production and consumption throughout Yugoslavia. This information service will be organized so that all members will keep a daily record of supply and demand, prices, and the quantities bought and sold in their markets. Reports will be telephoned to the central offices of the associations, which will publish their reports daily in newspapers and their own publications. Heretofore, enterprises which supplied the large cities and industrial centers in agriculturally backward areas depended on their individual purchasers for information on purchasing. These were often speculators who utilized their knowledge of conditions in production centers to purchase goods in those places where they would personally benefit thereby. Because the associations will make possible a true picture of the market situation, the supply of agricultural products on the free market will be much more toiform.

The associations will agree on prices at which members will purchase agricultural products. These prices will be determined by supply and demand, and association members will have an important part in determining them. Publishing of prices will prevent individual enterprises from unjustifiably lowering prices when purchasing, as occurred frequently in the past.

Preparations are already completed for establishing the Associations of Enterprises for Trade in Agricultural Products. An association was founded in Skoplje in mid-March which will unify the work of all enterprises in Macedonia. At the end of March or beginning of April, this type of association will also be established in other republics. The number of associations will depend on the size of the republic and the diversity of individual productive areas.

When Associations of Enterprises for Trade in Agricultural Products are established in all the republics, a coordinating bureau will be established to coordinate the work of the enterprises in all the republics.

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